Western Technology and Soviet Economic Development 1917 to 1930

By

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To

Mum and Dad

Preface

By far the most significant factor in the development of the Soviet economy has been its absorption of Western technology and skills. Previously this technological transfer has not been treated in detail; hence the data that comprise Part I of this study are thoroughly documented. Without such documentation, the argument of Part II would appear less than credible. The reader may, however, wish to pass on to Part II after briefly satisfying himself with the general content of Part I. Chapter two discussing Soviet oil, and chapter eleven, on electrical equipment, are representative of the empirical treatment of key sectors in Soviet industry.

The primary sources for data are the U.S. State Department Decimal File and the German Foreign Ministry Archives, supplemented by journals in half a dozen languages from a dozen countries. Of these, the journals published by Soviet trade representatives abroad were of particular help.

Grateful appreciation is due the Relm Foundation for funds to purchase several hundred thousand microfilmed documents. Acknowledgment is also due to California State College at Los Angeles and to the Economic Opportunity Program for secretarial and research assistance. The National Archives, the Library of Congress, and the Hoover Institution library were unfailingly responsive and remarkably adept at interpreting requests for information. Without their sympathetic aid, this study could have been neither attempted nor completed. In addition, Dr. Stefan Possony of the Hoover Institution was very helpful in making research suggestions which, in the final analysis, turned out to be of fundamental importance. The Hoover Institution also accepted the considerable burden of preparing the manuscript for publication; particular thanks is due London G. Green for his capable and understanding work as editor.

Finally, acknowledgment is made to F. W. B. Coleman, resident United States Minister in Riga, Lativa, during the 1920s. Riga was the main American 'listening post' of this time, and dispatches by Coleman to Washington, D.C.,

suggest a deep understanding of events in the Soviet Union. These detailed and accurate reports were of major help in this study.

It is especially important in a study which breaks substantially new ground in a controversial area to point out that any criticism concerning the interpretation of data must fall squarely on the shoulders of the writer, and not on his sources. Such criticism is, of course, to be welcomed.

A. C. S.

Pasadena, California
April 1, 1966

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Glossary

Artel:	Collective labor group
Basmach:	Counter-revolutionary bandit
Bedniak:	'Poor' peasant
Centrosoyuz:	Central Union of Consumers Co-operatives
Chervonetz:	Ten ruble bank note
Dessiatin	2.7 acres
Glavk:	Central board or committee
Glavkontsesskom:	Chief Concessions Committee
Geolro:	State Commission for Electrification
Gosbank:	State Bank
Gosplan:	State Planning Commission
Guberniia:	Province
Hectare:	2.47 acres
Kolkhoz:	Collective farm
Kopeck:	Small coin, 1/100 of a ruble
Koustarny:	Home industry, handicraft wares
Krai:	Region
Kroner:	Swedish monetary unit
Kulak:	Literally 'fist' (term applied to 'rich' peasant)
Oblast':	Province
Pood:	36.1128 pounds
Rayon:	District (of an oblast')
Ruble, gold:	Ruble valued in gold at 0.222168 grams
Sazhen:	2.3333 yards
Seredniak:	'Middle' peasant
Usufruct:	Legal term for operation of an economic activity without ownership rights
Uyezd:	District
Verst:	0.6629 miles

VSNKh (Vesenkha):	Vysshyi Sovet Narodnogo Khozaistva—Supreme Council of National Economy
Zemstvos	Elected rural councils in tsarist Russia
Zolotnik	0.15 of an ounce (4.265 grams)

PART ONE

An Empirical Examination of Foreign Concessions and Technological Transfers

CHAPTER ONE

Introduction

ECONOMIC DEVELOPMENT AND THE INTERNATIONAL TRANSFER OF TECHNOLOGY

It is accepted that a significant factor in the economic growth of those countries undergoing rapid development during the twentieth century is the 'advantage of coming late.' Advanced industrial and agricultural technology can be effectively transferred, reducing the latecomer's investment in research and development. Indeed, continuing investment in technology by advanced countries has generally made for a dramatic decrease in capital-output ratios, during the last sixty years.[1]

Massell[2] argues, with empirical support, that the productivity increase in United States manufacturing between 1919 and 1955 is attributable far more to technological change than to increased capital investment. Traditionally it has been assumed that capital investment exceeds technological advance as the major factor in economic development. According to Massell however, 90 percent of the increase in the U.S. output per man-hour is to be attributed to technological improvement and only 10 percent to increases in capital investment. Improvement in labor skills is included as technological advance.

In the sphere of Soviet development, other things being equal, we would then look for technology as a contributing factor of some significance. Development literature in the West omits this factor, although recognition of its importance is implicit in the Soviet emphasis on technological advance.

[1] Paul S. Anderson, 'The Apparent Decline in Capital-Output Ratios,' *The Quarterly Journal of Economics*, LXXV, No. 4 (November 1961), 629.

[2] B. F. Massell, 'Capital Formation and Technological Change in United States Manufacturing,' *Review of Economics and Statistics*, XLII (May 1960), 182–8. In economic terminology, the change in productivity is due to a shift of the production function to the right rather than a deepening in capital intensity and a movement along the production function. Other writers have arrived at similar conclusions. Massell's conclusions coincide with those of Solow and Fabricant, who use different data and methodology.

Considerable evidence will be presented to show that Soviet technology was completely dependent on the West in the decade of the 1920s. Thus we can argue that a major portion of Soviet economic development would have been dependent on the technological contribution of Western enterprises even had there been no capital transfers. There were, however, such capital transfers—of at least sufficient magnitude to support the transfer of technology.

The argument of this study hinges indeed on the contribution of Western technology to Soviet economic development. As technology in the period between 1917 and 1930 originated in the West and not in the Soviet Union, it is concluded that the Western contribution was decisive in Soviet economic development during this period. The essential technology can usually be acquired for significantly less than the cost of the overall project. For example, the total cost of the Volkhov hydroelectric project was 90 million rubles, the major part of which was absorbed by the construction of the dam, the access roads, and the supporting buildings, while only 6 million was spent on imported equipment. However, it was the imported equipment—the turbines, generators, and switchgear—that determined the technical success of the project.

This, of course, is not to argue that technology is the only factor in economic development. Political, social and psychological factors play their respective roles. This interplay is particularly interesting in the Soviet example but is, unfortunately, outside the scope of this study.

THE SOVIET UNION AND THE TRANSFER OF TECHNOLOGY

A study of the influence of Western technology upon the early stages of Soviet economic development may then be a profitable field for research and, in fact, may change our view of those forces allegedly 'released' by socialism and traditionally held responsible for Soviet economic growth. No rigorous analysis of this technological transfer has yet been attempted, although its existence has been noted within the Western world.[3]

The mechanisms for this transfer were in fact many and varied, and include some not found elsewhere in world economic development. First, there was a carryover of internal capital investment from prerevolutionary industrial Russia.[4] This industrial structure was but slightly affected by the Revolutions and subsequent Civil War; evidence to be developed in this study indicates

[3] Werner Keller, *Ost minus west=null* (Munich: Droemersche Verlagsanstalt, 1960).

[4] Anton Crihan, *Le capital étranger en Russie* (Paris: Pichon, 1934). P. V. Oll, *Les capitaux étrangers en Russie* (Petrograd: 1922), estimated this capital, expropriated by the Soviet government, to be over $1 billion, a figure quoted in S. N. Prokopovitch, *Histoire Economique de l'U.R.S.S.* (Paris: Flammarian, 1952), p. 281.

that the popular story of substantial physical destruction is, except in the case of the Don Basin, a myth. More damage was done to Russian industry by the ineptitudes of War Communism than by World War I, the Revolutions, the Civil War, and the Allied Intervention combined. Many of the largest plants worked at full capacity right through the Revolutions and Civil War under their 'capitalist' managers. Others, with equipment intact, were placed in a state of 'technical preservation' until managers with skills requisite to recommence operations could be found.

Second, the New Economic Policy (NEP) denationalized certain economic activities and restored some measure of free enterprise to both foreign and domestic capitalists. Internally, the relaxation of controls affected retailing, wholesaling, and small industries employing less than twenty persons. However, the 'commanding heights' of the economy (iron and steel, electrical equipment, transportation, and foreign trade) were retained under Communist control and grouped into trusts and syndicates. Foreign capital and technology were then invited into these units through concessions and mixed joint-stock companies, both with and without domestic private and state participation. The concession, in its varying forms, was the most significant vehicle for the transfer of foreign technology.

At the beginning of the NEP, the emphasis was on concessions to Western entrepreneurs. In the middle and last years of the decade the concession was replaced by technical-assistance contracts and the import of complete plants and equipment. After the acquisition of a specific technology, by either concession, purchase, or confiscation, came duplication in Soviet plants. Major acquisitions were supplemented by the purchase or appropriation of designs, plans, patents, and prototypes. This process extended even to agriculture. For instance, the purchase of pedigreed stock provided for rapid multiplication—equivalent in its way to the reproduction of technical processes.[5]

A third transfer vehicle was the employment of individual Western engineers and experts and the corresponding dispatch of Soviet engineers and workers to training positions in foreign plants. When foreign assistance was required on a substantial and continuing scale, the technical-assistance contract was utilized. The study trip abroad by Soviet engineers was used both as prelude

[5] Numerous examples are given in detail below. One interesting importation of Western agricultural technology was the acquisition of Australian and American stud merinos. In 1929, the Soviet government purchased between 20,000 and 30,000 pedigreed breeding sheep. In order to maintain Australian flocks, the Australian government placed an embargo, still maintained today, on the export of sheep for breeding purposes. (House of Representatives, Commonwealth of Australia, *Parliamentary Debates*, 12th Parliament, 1st Session, p. 315.)

to a technical-assistance contract and when minor foreign training or technical help was required.[6]

The transfer of technical knowledge sometimes took forms easily overlooked. For example, the number of subscriptions taken out by the Soviet government for American technical and scientific publications jumped dramatically as the industrialization process got under way.[7]

The penetration of early Soviet industry by Western companies and individuals was remarkable. Western technical directors, consulting engineers, and independent entrepreneurs were common in the Soviet Union. In retrospect, perhaps the most surprising examples were the directorships held by General Electric affiliates on the boards of Soviet electrical trusts.[8]

Although the technological transfer took many forms, dictated by political and economic circumstances, the central mechanism was the concession, around which this study is built. The concession was also interrelated with other mechanisms and the very small amount of internally originated research, development, and innovation. It is true that after 1930 the importance of the concession declined greatly as other forms of technological transfer came into use but for the period from 1917 to 1930 the concession is central.

THE ROLE OF THE FOREIGN CONCESSION, 1917 TO 1930

The use of concessions was suggested in December 1917 at the first All Russian Congress of Councils of the National Economy. After extensive debate it was agreed that concessions were desirable for the restoration of the Russian economy. Subsequent negotiations with American, German, French, and British capital however, were temporarily halted by the Allied Intervention and Civil War.

In 1920, when political conditions were more stabilized, Lenin issued a decree allowing concessions to be granted by simple departmental permission. However, negotiations with Urquhardt, a British financier and well-known capitalist in prewar Russia, ended in failure; and so ended the second attempt to establish foreign concessions. Urquhardt sensed the likelihood of con-

[6] A partial list is in Saul G. Bron, *Soviet Economic Development and American Business* (New York: Horace Liveright, 1930), pp. 144–6. Bron was chairman of the Amtorg Trading Corporation in New York.

[7] In 1925 the Soviet government held 200 subscriptions to United States technical journals, in 1926–7 about 1,000, in 1927–8 about 8,000, and in 1928–9 more than 12,000, as noted in Amtorg Trading Co., *Economic Review of the Soviet Union* (New York: 1928), III, 383.

[8] The General Electric Co. was represented on the board of Electroexploatsia, which was responsible for new electrical power stations and systems construction. Swedish General Electric (ASEA) was a 'founder and a principal shareholder' of Electroselstroi, responsible for electrification of rural areas, as noted in *Annuaire Politique et Economique*, (Moscow: N.K.I.D., 1926), p. 25 (rear).

fiscation and would not embark without ironclad guarantees. An agreement between Krassin and Urquhardt was rejected by Lenin, who had problems with the more unrealistic members of the Party, who refused to accept a return of foreign capital under any guise.

A third, successful, attempt stemmed from the decree of March 8th, 1923, replaced by the law of August 21, 1923, which was further amended in December 14, 1927 and supplemented by special ordinances of May 23, 1926 and April 17, 1928. The August 1923 law established a Chief Concessions Committee (Glavkontsesskom) and the legal structure for the conduct of negotiations and the transfer of Russian property to foreign enterprises.[9]

A pure concession is an economic enterprise in which a foreign company enters into a contract with the host country to organize, equip, and exploit a specific opportunity, under the legal doctrine of *usufruct*. In return for the burden of development, exploitation, and production, the foreign company receives a non-contractual surplus or profit, usually taxed by the host country. The Soviets even considered the foreign commune, wherein foreign settlers entered the U.S.S.R. with their tools and equipment, as an agreement 'in lease *usufruct*.'[10] A variant of the pure concession found in Soviet development is the credit or contract concession. Here the foreign firm has the function of organization and finance, but operation is by a Soviet organization. Mixed companies are of this nature, and are still utilized in Soviet economic relations with satellite countries. Technical-assistance contracts are sometimes viewed as concession operations by the Soviets but rarely by the West. The return allowed to the foreign participant in a technical-assistance agreement is usually determined by contract and is not merely a surplus accruing to the entrepreneur. On the other hand, not all economic agreements lacking contractual payment features can be described as concessions. The design competitions, such as the Locomotive Design Competition of 1927, had non-contractual rewards but were not concessions, although they had elements of technological transfer.

The mixed corporation was also used in agriculture, as were credit and contract concessions financed by foreign firms but operated by Soviet organizations. In addition, technical-assistance contracts were used to acquire advice on particular agricultural problems, and in some cases concessions participated in the financing of equipment purchases.

Concessions, however, operated within all sectors of the economy, although the largest single group numerically was in raw materials development. Indus-

[9] The Concession Law of 1923 is reprinted in the *Journal of the Workmen-Peasant Government of the U.S.S.R.*, No. 13, 1923. The amendment is reprinted in *Collection of Laws of the U.S.S.R.* (Moscow: 1927), Part I, No. 69.

[10] The Imkommune Uhlfeld (Austria) is a good example. See page 129.

trial concessions formed a smaller but, as will be seen, strategically important group. Although concessions were offered in housing and public utilities, they were not, with the exception of a few housing developments, attractive to foreign investors.

In size, concessions ranged from the gigantic Lena Goldfields, Ltd., of the United Kingdom, operating thirteen separate industrial complexes and valued, after Soviet expropriation, at over $89 million, to small factories manufacturing pencils (the Hammer concession) or typewriter ribbons (the Alftan concession).

The Soviet definition of a concession is sometimes broader than that used in the West, and to avoid confusion the broader definition is utilized in this study. Concessions are here categorized in three ways; each category refers to a distinct organizational type.

The 'pure' concession (or Type I) was an agreement between the U.S.S.R. and a foreign enterprise whereby the foreign firm was enabled to develop and exploit an opportunity within the U.S.S.R., under the legal doctrine of *usufruct*, i.e., without acquiring property rights. Royalty payments to the U.S.S.R. were an essential part of the agreement, and in all cases the foreign enterprise was required both to invest stipulated capital sums and to introduce the latest in Western technology and equipment.

The 'mixed' company concession (or Type II) utilized a corporation in which Soviet and foreign participation were on equal basis (at first 50:50 but later 51: 49), with a Soviet Chairman of the Board who had the deciding vote in cases of dispute. Normally the foreign company invested capital and technology or skills and the Soviets provided the opportunity and the location. Labor, both skilled and unskilled, was partly imported, and profits were to be split.

Whereas the first two types are clearly recognized as concessions, the technical-assistance contract (or Type III concession) has not usually been so designated, except in the U.S.S.R. Probably the Soviets were well aware of the negligible marginal cost to Western companies of supplying technical knowledge, patents, designs, and similar technological vehicles. In essence, Type III was a 'reverse technical concession,' in that the Soviets were making payments to exploit foreign technological resources; the Western company was not, in this case, making payment to exploit Russian natural resources or opportunities.

All known concessions can be grouped into these three categories, as table 1–1 demonstrates. The common link is that each type, in its own way, acted as a mechanism for the transfer of Western technology and skills, although only Types I and II involved the transfer of capital.

Table 1-1 CONCESSION APPLICATIONS AND AGREEMENTS, 1921-30

Year	*Applications*[1]	*Number of agreements Types I and II*[1]	*Type III*[2]
1921-2	224	18	0
1922-3	579	44	1
1923-4	396	55	0
1924-5	256	103	4
1925-6	482	110	7
1926-7	263	Not available	13
1927-8	200	Not available	17
1928-9	270	Not available	33
1929-30	Not available	Not available	59
Total	2,670 (to 1928-9)	330 (to 1925-6)	134 (to 1929-30)

Sources: [1] A. A. Santalov and L. Segal, *Soviet Union Yearbook, 1930* (London: Allen and Unwin, 1930), p. 206.
[2] U.S.S.R. Chamber of Commerce, *Economic Conditions in the U.S.S.R.* (Moscow: Vneshtorgizdat, 1931), p. 162.

THE PLACE OF THE CONCESSION IN THE ECONOMIC HISTORY OF THE U.S.S.R.

Analyses of Soviet economic growth and the processes by which it has been attained have been restricted by lack of accurate data and firsthand knowledge of decision-making processes. The Soviets have, in fact, continually attempted to disguise the true rate and process of this economic growth.

It has been almost universally accepted that the foreign concessions policy of the 1920s and 30s did *not* aid the industrial development of the U.S.S.R. Certainly this interpretation has been propagated by the Soviets. N. Liubimov, former professor of economics at the University of Moscow, argues:

> Any discussion of concessions in the Union of Soviet Socialist Republics must emphasize their relative unimportance in Soviet activity. . . .[11]

Western writers, whether Marxist or non-Marxist in orientation, have taken a similar viewpoint. For instance, Maurice Dobb, a Marxist, argues that:

> . . . the policy of granting concessions on a larger scale to foreign companies had little success, apart from one or two special cases, while the concessions which were granted were more often in the sphere of foreign trade than in production.[12]

[11] 'The Soviets and Foreign Concessions,' *Foreign Affairs*, IX, No. 1 (October 1930), 95.

[12] *Soviet Economic Development since 1917* (5th ed.; London: Routledge and Kegan Paul, 1960), p. 142.

Then he adds:

> The policy of granting concessions to foreign firms to undertake trading and industrial ventures was unsuccessful in yielding more than about 10 million rubles (gold) of foreign capital in the first years of the concession policy.[13]

This is a meaningless statement unless the period in question is indicated. Several concessions contributed much more than 10 million rubles of investment apiece.

Soviet sources, which would hardly overstate the investment of concession capital, give figures for 1927 and 1928 indicating an investment, at least five times greater than that given by Dobb. Nevertheless, Dobb continues:

> In the early '20s' an attempt had been made to invite the aid of foreign capital on a limited scale in the form of concessions grants. But we have seen that the policy did not meet with any great success. . . .[14]

Dobb's conclusions are, in fact, unsound and unsupported by the available concessions data.

Non-Marxist writers have also assigned a minor role to the foreign concession. A. Baykov[15] does not mention concessions. A. Yugoff[16] holds that they had only a slight effect on economic development. Their ineffectuality, he argues, was due mainly to a prohibitive currency policy and restrictions on the free export of foreign bills of exchange. On this basis, Yugoff generally discounts the technological and economic impact of the concession.

M. Hwang Jen[17] ignores restrictions on export of proceeds mentioned by Yugoff, and instead argues that export of proceeds was a source of loss to the Soviets, and that generally the concession was an inefficient vehicle for the transfer of either capital or technology. Jen is impressed with the ingenuity of the concession but concludes that it was unrealistic as a method of development.

There has been some difference of opinion within the executive branch of the United States government on the importance of the concession in Soviet economic development. The State Department has not considered the concession particularly important.[18]

[13] *Ibid.*, p. 150.

[14] *Ibid.*, p. 180.

[15] *The Development of the Soviet Economic System* (New York: Macmillan, 1947).

[16] *Economic Trends in Soviet Russia* (New York: R. Smith, 1930), pp. 221–3.

[17] *Le Régime des Concessions en Russie Soviétique* (Paris: Gamber, 1929).

[18] The importance of the concession has been in general toned down. For example, in submitting advice to Professor Raymond T. Bye for a speech before the American Economic Association, the State Dept. suggested that 'a few large concessions' be re-stated as 'one large concession' (316–109–807). (Numeral references to U.S. archival material are explained in Appendix A.)

On the other hand, United States Military Intelligence (MID) arrived at conclusions closer to the theme of this study:

> The lack of capital, the failure of the New Economic Policy to stimulate actively trade and production, and the exhaustion of raw material stocks have influenced the leaders to look outside of Russia for aid in bringing about economic recovery.[19]

and:

> By September 1927, Soviet authorities are reported to have granted 156 concessions, embracing practically all branches of national economy. In February 1928 there were 110 concessions in operation.[20]

In brief, despite the single contrary estimate mentioned, the concession has generally been regarded, in the West and in Russia, as a negligible factor in Soviet economic development. Further, it has been suggested that supportive data is unavailable. Keller claims concession operation records are buried in the files of each firm and that the Soviets will not release their data.[21]

In the light of this almost universal conclusion that the concession was insignificant as a development mechanism, certain essential questions must be clearly answered. Can the data on concessions and transfers be assembled? Is such data reliable? Does the assembled data support the current assumption of a negligible role for the concession? Finally, what was the contribution of the concession to Soviet technological and economic development?

METHODOLOGY OF THE STUDY

A simple but consistent methodology is utilized in this study. Our objective is to estimate in a quantitative manner the impact of Western technology on early Soviet economic development. Each plant in this fairly primitive economy is identified and the origin of its equipment and technical processes traced. Because many of the plants were operated by Western concession operations, the major research task has been to obtain extensive and accurate data on concession operations. This was a complex and time-consuming task, involving a search in sources originating in a dozen countries. The data generally comes from one of five sources distinguished by varying degrees of reliability. This variety however, allows for comparison and informed interpretation of data from different sources on many similar problems.

[19] U.S. War Dept., *Soviet Russia; on Economic Estimate*, March 18, 1928, p. 4319-h (U.S. State Dept. Decimal File, 316-110-306).

[20] *Loc. cit.* The estimate of 156 concessions is not inconsistent with table 1-1. MID probably counted only Type I concessions, while table 1-1 col. 2 includes Types I and II.

[21] Keller, *op. cit.*, p. 219.

The primary sources of data are the United States State Department Decimal File and the German Foreign Ministry Archives for 1917 to 1930. These are a superlative source of detail not available elsewhere; yet a few concessions were not recorded by their respective home governments. In general, concessions and similar agreements were noted in Western news media, but with scanty detail; it is rare that the German or American archives provide data on a concession unmentioned in some newspaper; about 10 percent are recorded only in the archives. Most concessionaires were reluctant to provide details, and considering the shabby treatment the majority received from the Soviets, it is unlikely they wanted to publish the amount of their losses. However Western governments were interested in the progress of concessions, and instructions went out to consular and other officials to acquire data. The U.S. Riga (Latvia) consulate was very active in this collection process.

The State Department Archives contain a number of firsthand reports of visits to Soviet plants made by United States company officials in search of business. In some cases, however, such as the W. A. Harriman manganese concession, the State Department had to glean its information from indirect sources such as European newspapers.[22] Archival sources are, then, incomplete. They have to be utilized concurrently with data from the four other sources.

The second source of data is Western news media and in general consists of voluntary information releases from those companies desiring to publicize their operations. During the 1920s fear of public opinion curbed news concerning the concessions of many companies.[23] Indeed, some concessions known from other sources, are not recorded at all in Western news media. The problem with this second group of sources is incompleteness of detail and possible corporate bias to protect a 'public image.'[24]

The third source of data, and a surprisingly lucrative source, consists of publications of Soviet trade representatives in Western countries. These sources have been treated with the same circumspection as data originating within the Soviet Union. However, it has been found that data from this source usually agrees with news media reports, with specific exceptions noted in the text. The major exception occurs in explanations for liquidation of concessions; official Soviet explanations often diverge considerably from the versions of the expropriated corporation. The explanation for the existence of detailed information in Soviet sources lies in the intent of the publications: to encourage further investment by Western companies. The information

[22] U.S. State Dept. Decimal File, 316–138–17/19.

[23] *New York Times*, August 17, 1925, p. 3, col. 5.

[24] The most useful Western newspapers are the *Times* (London), the *New York Times*, *L'Information* (Paris), and the *Russian Daily News* (Harbin, China).

had to be reasonably accurate—it could be checked, and the greatest problem of the Soviets then, as now, was to instill confidence. There was, however, no requirement to publish adverse information. Although these publications were used to print 'explanations' by some Western businessmen for the expropriation or failure of other concession enterprises, the 'explanations' were consistently pro-Soviet.[25]

A fourth source consists of data originating within the U.S.S.R., particularly in *Pravda*, *Izvestia*, and *Ekonomicheskaya Zhizn*. A series of five maps (dated 1921) suggests the vast plans, involving thousands of projected concessions, which characterized early Soviet thinking. These are reproduced in U.S. State Department Archives (130–1207/1234). An atlas of available concessions was also published in 1926 by the Central Concessions Committee *(Karty kontsessionnykh ob'ektov S.S.S.R.)* together with a few little booklets describing available concessions. These are useful as an indicator of the technological state of the plants being offered.

Soviet sources are viewed here in the light of the 1927 decree making the transmission of economic information prejudicial to Soviet concessions policy a crime against the state. Concessions and foreign companies working within the U.S.S.R. felt the sting of a decree against actions considered criminal only in the Communist world. Representatives of the Swedish firms Alfa Laval and Diabolo-Separator, manufacturers of dairy equipment (particularly cream separators) were accused of economic espionage in 1928 because they determined the probable future requirements of Soviet trusts for cream separators and reported the results of the market survey back to their respective firms in Sweden. The three defendants who worked for the Swedish firm were given five to eight years each in prison. Eight employees of Soviet trusts and commercial organizations, together with a German citizen named Bartsch, were given from one to three years each for accepting bribes and abetting economic espionage.[26] Consequently, after 1927, the flow of data from both the West and from the Soviet internal and external press declined substantially. Whereas detailed reports exist on industrial conditions up to 1927, few are found for the period from 1927 to 1930.[27]

The fifth source consists of a collection of miscellaneous material in several languages, including books written by engineers, consultants, and others who

[25] Amtorg Trading Co. *Economic Review of the Soviet Union* (New York: 1928), III, 373.

[26] Based on article in *Vossische Zeitung* (Berlin), July 1928, as reported by the American Legation in Berlin, Report No. 3750 of July 24, 1928 (U.S. State Dept. File, 316–109–754/5). Bartsch was promptly released.

[27] The report by M. Klemmer, a Western Electric Co. engineer, to the U.S. State Dept. (U.S. State Dept. Decimal File, 316–141–628) is clearly economic espionage within the Soviet meaning of the term. See also chap. 11.

worked in the U.S.S.R., and statistical summaries and handbooks published by Soviet representatives abroad.

In general, the problem of interpretation of Soviet data is not acute, although it is time-consuming. Data distortion had not at this time reached the quagmire stage; the major problem is incompleteness and the pervasive Soviet habit of omitting unfavorable facts and figures.

Use of data from several sources enabled cross-checking. As a general rule, data from Soviet and Western sources had to be consistent before it was utilized (exceptions to this rule are noted). Such a method avoids the problem of choosing between contradictory statements and statistics. For example, statements concerning the condition of the electrical equipment industry in 1922 can be found in the Soviet press which lead to the conclusion that it was, on the one hand, healthy and profitable,[28] and, on the other, in a state of near-collapse.[29] Evidence was also found that the electrical trusts were approaching foreign companies for help.[30] Subsequently foreign engineers entered the U.S.S.R. and their survey reports found their way into Western government archives.[31] With this support, the second conclusion could be accepted as reasonably factual.

Omission, at times, assumed significant proportions. Acceptance of the mineral production figures for 1927–8 published by the Leningrad Academy of Science Geological Committee would lead one to believe that neither gold nor platinum was produced in the U.S.S.R., and that the Lena Goldfields, Ltd., concession produced only limestone, dolomite, and quartz, whereas, in fact, it produced almost 40 percent of Soviet gold, 80 percent of Soviet silver, and significant proportions of copper, lead, zinc, and iron.[32] Similarly, the concession agreement with International Barnsdall Corporation omitted all reference to the specific geographic area covered by the agreement, although

[28] 'Experience proved that the electrical industries had improved very much under Government control. They were working satisfactorily and even giving profit to the State.' *Izvestia*, October 9, 1921 (paraphrased).

[29] Three months before the October 9 statement above, half the electrical plants in Petrograd had been closed due to a fuel crisis and the others drastically slowed, according to *Izvestia*, July 12, 1921. Eight months after the October 9 statement, the industry is described as having no working capital, no credits, no payments, '. . . the position is a very difficult one . . . electric lamps and cables can only be obtained by force . . .' according to *Ekonomicheskaya Zhizn*, No. 124, June 7, 1922.

[30] Electro-Technical Trust (GET) letter to International General Electric Inc., May 2, 1922 (U.S. State Dept. Decimal File, 316–139–58).

[31] Examples are the B. W. Bary report (1921) (U.S. State Dept. Decimal File, 316–139–11); and the Reinke report (1923) (U.S. State Dept. Decimal File, 316–108–672).

[32] V. I. Kruglyakova (ed.), *Sbornik statisticheskikh svedenii po gornoi i gornozavodsk promyshlennosti S.S.S.R. za 1927/8 gg.* (Moscow: 1930) pp. 60, 74, 90, 102, 106, 146, 150, 152. Limestone and quartz were used as a flux for the (statistically non-existent) Lena Goldfields gold-smelting operations.

the W. A. Harriman manganese concession agreement had its geography spelled out in minute detail.[33] A healthy dose of skepticism has proved to be an invaluable research tool.

[33] Reasons for omission in the case of Barnsdall are significant and are outlined in chap. 2.

CHAPTER TWO

Caucasus Oil Fields— The Key to Economic Recovery

THE Caucasus oil fields are a major segment of Russian natural resource wealth. Baku, the most important field, was developed in the 1870s. In 1900 it was producing more crude oil than the United States, and in 1901 more than half of the total world crude output. The Caucasus oil fields survived the Revolution and Intervention without major structural damage and became a significant factor in Soviet economic recovery, generating about 20 percent of all exports by value; the largest single source of foreign exchange. The process by which the oil economy recovered from impending disaster and acquired modern refinery operations in a brief four or five years is the topic of this chapter.

COLLAPSE OF OIL FIELD DRILLING

Caucasian fields require continuous drilling to maintain an oil flow from producing wells. Therefore, oil production in this area is directly proportional to the amount of drilling undertaken. Before the Revolution, drilling averaged in excess of 35,000 feet per month, and had been as high as 50,000 feet in Baku alone.

The Bolsheviks took over the Caucasus in 1920–1, and until 1923 oil field drilling almost ceased. During the first year of Soviet rule ' . . . not one single new well has started giving oil'[1] and even two years after Soviet occupation, no new oil-field properties had been developed. In addition, deepening of old wells virtually ceased. As a result, water percolated into the wells, and the flow of crude oil became first a mixture of oil and water and finally a flow of oily water.

[1] U.S. State Dept. Decimal File, 316–137–221.

Table 2-1 AVERAGE MONTHLY DRILLING IN RUSSIAN OIL FIELDS, 1900–21

1900	*1913*	*1920*	*1921*	
48,496 ft.*	36,665 ft.	780 ft.	Jan.	336 ft.*
			Feb.	406 ft.*

Sources: 1900—A. Beeby Thompson, *The Oil Fields of Russia* (London: Lockwood, 1908), p. 120.
1913—G. Ghambashidze, *The Caucasian Petroleum Industry and Its Importance for Eastern Europe and Asia* (London: Anglo-Georgian Society, 1918), p. 9.
1920–21—*Ekonomicheskaya Zhizn*, May 20, 1921.

* Baku only.

Drilling records are an excellent indicator of the state of oil field maintenance, development, and production. The complete collapse after the Soviet takeover is clearly suggested in Table 2–1. In 1900, Russia had been the world's largest producer and exporter of crude oil; almost 50,000 feet of drilling per month had been required in Baku alone to maintain this production. By early 1921, the average monthly drilling in Baku had declined to an insignificant 370 feet or so (0.7 percent of the 1900 rate), although 162 rigs were in working order. This drilling was concentrated in only eight holes due to lack of steel pipe.[2]

The result was that, by 1922, half of the Baku wells were idle and the remainder were producing increasing quantities of water. In the Grozny field a greater portion of the wells were idle; only eight were in process of drilling, and the Old Grozny section was completely shut down. Smaller fields at Emba and Kuban were in similar chaos; both had received extensive drilling in 1915; consequently there were forty to fifty producing wells in 1922 but no new or maintenance drilling was in progress.[3]

The reasons for the catastrophic decline in oil-field production were four. First the number of available oil-field workers declined from about 40,000 in 1915 to less than 10,000 in 1920–1; coupled with this was the growing technical inefficiency of the remaining workers. Second, there was a breakdown in railroad transportation and a decline in pipeline capacity, because of lack of maintenance. Third, new oil-field supplies and equipment, including repair facilities were almost nonexistent. Last, there was a breakdown in the oil field electrical supply system. One of the largest Baku powerhouses, for example, had twenty-two water tube boilers, none were in operation in 1922.[4]

[2] U.S. State Dept. Decimal File, 316–137–442.

[3] The decline of the Caucasus oil fields is covered in detail in *Ekonomicheskaya Zhizn* for 1921–2.

[4] *Ekonomicheskaya Zhizn*, December 24, 1922 and February 10, 1923.

The paradox was the collapse of one of the few industries capable of generating sufficient foreign exchange for an industrial revival. Serebrovsky, Chairman of Azneft, put forward the program for recovery in a *Pravda* article. The plan for 1923 was to increase oil-well drilling to 35,000 sazhens per year (245,000 feet). This would require 35 rotary drills (to drill 77,000 feet) and 157 percussion drills (to drill 130,000 feet). Serebrovsky pointed out that Azneft had no rotary drills, and that Russian enterprise could not supply them. Rotary drilling, however, was essential for the success of the plan. He then announced:

> But just here American capital is going to support us. The American firm International Barnsdall Corporation has submitted a plan. . . . Lack of equipment prevents us from increasing the production of the oil industry of Baku by ourselves. The American firm . . . will provide the equipment, start drilling in the oil fields and organize the technical production of oil with deep pumps.[5]

During the next few years International Barnsdall, together with the Lucey Manufacturing Company[6] and other major foreign oil-well equipment firms, fulfilled Serebrovsky's program. Massive imports of equipment came from the United States. International Barnsdall inaugurated the rotary drilling program, initiated Azneft drilling crews into its operational problems, and reorganized oil-well pumping with deep-well electrical pumps.

INTERNATIONAL BARNSDALL CORPORATION

Numerous British, Swedish, Dutch, Greek, German, and American oil-field concessions were rumored from 1919 onward, but there is no evidence that any were granted and implemented, in spite of many extravagant claims, before the three Barnsdall concessions in 1921–2.

The first International Barnsdall concession was signed in October 1921,[7] and was followed in September of 1922 by two further agreements. There is no doubt that Barnsdall did work under the first agreement. *Pravda* reported groups of American oil-field workers on their way to the oil fields,[8] and a couple of months previously the United States Constantinople Consulate had reported that Philip Chadbourn, the Barnsdall Caucasus representative, had passed through on his way *out* of Russia.[9] In particular, the U.S. State Department Archives contain an intriguing quotation from Rykov (unfortunately with no stated source), dated October 1922:

[5] *Pravda*, September 21, 1922.

[6] Captain J. F. Lucey, founder of the Lucey Manufacturing Co., was the first Chairman of the Committee on Standardization of Rotary Drilling Equipment, organized by the United States petroleum industry in 1926.

[7] *New York Times*, March 29, 1922, p. 24, col. 2.

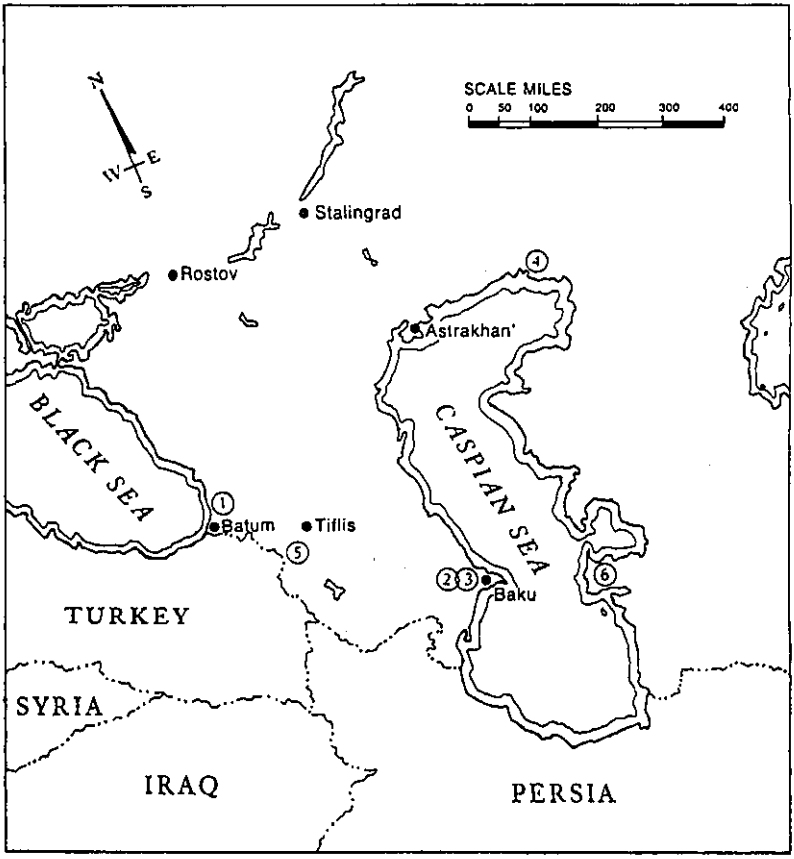
[8] October 22, 1922.

[9] U.S. State Dept. Decimal File, 316–130–1201/2.

The one comparatively bright spot in Russia is the petroleum industry, and this is due largely to the fact that a number of American workers have been brought into the oil fields to superintend their operation.[10]

MAP 2-1

FOREIGN OIL DRILLING CONCESSIONS IN THE CAUCASUS, 1921–8



Legend: 1. British Petroleum Co. Ltd., Gouria concession (1923, Type I)
2. International Barnsdall Corp., Baku concession (1921–2, Type III)
3. Duverger Baku concession (1923, Type I)
4. Duverger Emba concession (1923, Type II)
5. Società Minere Italo-Belge di Georgia, Shirak concession (1923, Type I)
6. F. Storens concession in Busachi (1925, Type I)

[10] *Ibid.*, 316–107–1167.

In September 1922, two extensive agreements were signed by Serebrovsky, representing Azneft, and Mason Day, president of the International Barnsdall Corporation, a New York-based oil company.[11] Barnsdall agreed to drill for oil in the 'Baku district in the Balakhani oil-field area (sic)'[12] within an area of 400 dessiatins, or 1,080 acres. The work was to consist of deepening old oil wells and drilling new wells under the supervision of a mixed commission containing both Soviet and American members. The maximum depth of these wells was to be 450 sazhens (3,150 feet) with a starting diameter of at least 20 inches and a finishing diameter of not less than 4 inches. Barnsdall agreed to import tools and equipment for the simultaneous drilling of 20 wells; and to drill at least 10,000 feet in the first year, no less than 20,000 in the second, and no less than 30,000 annually thereafter. Electric power, derricks, water, clay, timber, cement, and workshops (without equipment) were to be supplied by Azneft.

Barnsdall imported equipment at its own risk, with cost plus 5 percent to be repaid by Azneft on arrival at the drilling site. Azneft had the option of paying in either gold rubles or oil and oil products at market price. Each oil well drilled was paid for on a schedule based on 80,000 gold rubles per each sazhen (7 feet) drilled for the first 100 feet in each hole, and 10,000 gold rubles for each additional sazhen. As in the case of the equipment, payment could be made either in gold rubles or in oil or oil products, at the option of Azneft. A royalty of 20 percent in oil was paid to Barnsdall on either new or deepened wells, and the term of the agreement was set at fifteen and a half years.

The second Azneft-Barnsdall agreement was an oil-well-pumping contract under which International Barnsdall undertook to install modern pumps in both shut-down and watered wells and in new wells drilled under the first contract.

There was a specific requirement in the pumping contract for electrical deep pumps to be installed in all wells except fountains, gushers, and those requiring air-lift. During the first year, sufficient equipment was to be imported by Barnsdall to develop deep pumping in a minimum of 40 wells, with a further 100 pumps to follow each year for the 15-year term of the agreement. Electrical power was to be supplied free by Azneft.

No payment was made by Azneft for the pumping equipment, which was to pass to the Soviets at the expiration of the agreement. A royalty payment of 15 percent of the gross crude output of each well was assigned to International Barnsdall, with free tank storage at Baku.

[11] The Barnsdall agreements were not published. Mason Day, after some pressure, supplied a copy to the U.S. State Dept. This copy is now in the Archives, and is the basis for this section. Mason Day later joined forces with Sinclair and was convicted in the Teapot Dome oil scandal. Barnsdall financing was by Blair and Co., of New York.

[12] U.S. State Dept. Decimal File 316–137–510.

OIL FIELD PROPERTIES COVERED BY THE BARNSDALL AGREEMENT

To assess the impact of Western technology on the development of the Caucasus oil industry, it is necessary to determine the areas of the Baku fields covered by the Barnsdall agreements. The technological impact was in two forms: the direct oil-field work undertaken by Barnsdall engineers and crews; and the installation by Azneft engineers of equipment supplied by the Lucey Manufacturing Company, Metropolitan-Vickers, Ltd., and other companies and only partly under the technical supervision of Barnsdall.[13]

The geographical area to be covered by the agreement was deliberately obscured not only to the Western public but also to the U.S. State Department. There were major discrepancies in the statements of Mason Day and the Soviet press concerning the actual area placed under development.

The property rights of the prerevolutionary owners and lessees of Baku oil lands were in question, and the probability existed that these claimants would restrict Barnsdall and other Western company operations by legal action. It was therefore important for the U.S.S.R. to convey the impression that all Barnsdall work was being done on land formerly owned by the Crown, so that former private owners and lessees would have no cause for injunctive action in Western courts.

The contract clearly states that the area covered by the first, or drilling, contract, was 400 dessiatins in the Balakhani area of the Baku oil fields, with the option of extension to Sabunchi and Ramuni. A dessiatin is 2.7 acres. In talks with the U.S. State Department, Day used a conversion factor of 1 dessiatin=7/8 acre, and Barnsdall press releases talked about 400 acres rather than 400 dessiatins. In other words, there was a deliberate attempt on the part of Barnsdall to make the area covered by the agreement appear considerably smaller.

The area covered was, in fact, 1,080 acres, and as the location of previously privately-owned and leased property in the Balakhani section was known, it was concluded by the U.S. State Department that:

> There can be no doubt . . . that the vested rights of private owners or lessees will be infringed on from the very outset under either the first or the second contract.[14]

[13] International Barnsdall obtained $1.5 million credit in the United States from Lucey Manufacturing for oil-field equipment. In addition, Lucey obtained a substantial order directly from Azneft. Hill Electrical Drills, EMSCO (Los Angeles), and Metropolitan-Vickers, among others, secured significant orders for oil-field equipment. [W. A. Otis, *The Petroleum Industry of Russia*, U.S. Dept. of Commerce, Trade Information Bulletin No. 263, p. 24. Also *EMSCO Derrick and Equipment Company* (Los Angeles: Banks Huntley, 1929), pp. 26–7].

[14] Memorandum, Durand to Herter, February 1923 (316–137–586).

The substance of the State Department assessment was that it would be difficult, if not impossible, to find 400 dessiatins *not* previously operated or leased by private persons or companies.

A comparison of the four sections of the Baku oil field supports this position.

Table 2–2 DISTRIBUTION OF CRUDE OIL PRODUCTION AND PROPERTY OWNERSHIP IN THE BAKU OIL FIELDS, 1915

Baku Oil Field Section	*Percent Total Production*	*Percent Previously Owned or Leased*
Balakhani	19.5%	93.0%
Sabunchi	41.7	100.0
Ramuni	15.7	100.0
Bibi-Eibat	23.1	100.0

Source: Memorandum, Lewery to Durand (316–137–580/3).

The Sabunchi, Ramuni, and Bibi-Eibat sections had been completely under private ownership or leasing arrangement at the time of the Revolution. The Balakhani section was the only section with some open state land, but this amounted to only 7 percent of the total oil land in the section. The area of this unworked Crown land, which would not be subject to private claims, was less than 45 dessiatins. The balance of this section and the other three sections would all have been subject to injunctive action if worked by International Barnsdall.

The agreement stated that work was to be done on the Balakhani section, i.e., the only section with some Crown land, but contained an option to extend the work to the Sabunchi and Ramuni sections under instruction from Azneft. It was also verbally understood to extend to the Bibi-Eibat section.[15] The technical-assistance and pumping agreements covered all sections of the Baku field; so did the equipment sold by Lucey and other suppliers to Azneft.

In brief, the news releases attendant upon the International Barnsdall contract limited public discussion to 400 acres or less in the Balakhani field for good reason: to avoid legal action in Western courts.

> Whatever may be the purpose of the Barnsdall group, the contract reads as if the Russian authorities expected and intended to assign them for improvement and pumping wells which have been confiscated from former private owners, mostly foreigners.[16]

[15] U.S. State Dept. Decimal File, 316–137–581.

[16] Memorandum, Durand to Herter, February 8, 1923 (316–137–587).

The agreement was intended to cover the whole of the Baku field. Both the Soviets and International Barnsdall, considered it prudent to misrepresent the area covered by the contract.[17]

EXTENT OF BARNSDALL DRILLING

Barnsdall was required to undertake a minimum of 10,000 feet of drilling in the first year of operations and additional amounts in subsequent years, under the direction of a mixed committee, which included Azneft representatives. There is substantial reason to believe that Barnsdall undertook more drilling than the minimum required by the contract, which again may have camouflaged a private agreement. There was certainly substantial financial incentive for Barnsdall to exceed the minimum.

Analysis of drilling reports suggests a rate in excess of 180,000 feet per year. In the month after the arrival of the first group of engineers (June 1923), Barnsdall put down 15 wells in the Kirmaku area of northwest Balakhani.[18] Given an average depth of 1,000 feet for Baku wells, this equalled 15,000 feet a month, or 180,000 feet a year.[19] Also, Barnsdall had six American engineers in Baku, a number hardly warranted by a drilling rate of only 10,000 feet a year. One drilling agreement was in operation for two years. International Barnsdall was 'driven out' of the U.S.S.R. in 1924 after incurring 'very important material losses.'[20] Louis Fischer says the agreement lapsed 'by mutual consent' in 1924.[21]

CHANGES IN DRILLING TECHNOLOGY AT BAKU

Although the exact area and footage drilled will probably never be known, a complete change in Soviet drilling technology has been recorded. The old labor-intensive percussion methods gave way completely to the United States-developed rotary drilling techniques. This changeover is summarized in table 2–3.

[17] Morris, Chief of the Petroleum Division, U.S. Dept. of Commerce, made the succinct comment, ' . . . the Russians knew exactly what they were doing when they assigned Barnsdall's territory' (316–137–584). Lucey Manufacturing later confirmed to the State Dept. that Barnsdall was working throughout the Baku area irrespective of former ownership (316–137–745).

[18] Otis, *op. cit.*, p. 25.

[19] This would be equivalent to sinking 180 wells averaging 1,000 feet each. Scheffer noted that 300 wells were put down in Baku between October 1923 and October 1924 [Paul Scheffer, *Seven Years in Soviet Russia*, (New York: Macmillan, 1932), p. 94].

[20] W. Kokovtzoff, 'Le gouvernement des soviets et les concessions aux étrangers,' *Revue des Deux Mondes*, XXXV Sept. 1, 1926, 158–81.

[21] *Oil Imperialism* (New York: International, 1926), p. 169.

There was no substantial rotary drilling in the U.S.S.R. before 1923.[22] However, in the five years following, the percussion method was almost completely abandoned and the American rotary method substituted. By 1928 the percussion method accounted for only 2 percent of drilling (against 100 percent in 1913) and rotary drilling accounted for 81 percent (against none in 1923). The cable technique had brief use but was abandoned in favor of rotary methods. It should be noted that the Soviet-developed turbine drill had an early but insignificant utilization, and did not gain wide acceptance until later in the 1930s.[23]

Table 2–3 OIL-DRILLING TECHNIQUE, PERCENTAGE UTILIZATION BY AZNEFT (BAKU), 1913–28

Year	OIL-DRILLING TECHNIQUE			
	Rotary	*Cable*	*Percussion*	*Turbine*
1913	—	—	100.0%	—
1924	36.0%	8.0%	56.0	—
1925	54.3	7.7	37.2	0.8%
1926	62.6	20.6	16.2	0.6
1927	71.3	19.7	7.3	1.7
1928	81.3	14.0	2.1	2.6

Source: Adapted from Alcan Hirsch, *Industrialized Russia* (New York: Chemical Catalog Co., 1934), p. 146. Hirsch was Chief Consulting Engineer to Chemtrust.

Note: These figures are supported by less detailed data in *Le Pétrole Russe* (Paris: Editions de la Représentation Commerciale de l'U.R.S.S. en France, 1927) No. 6, p. 5, where the following figures are given for rotary drilling:

1923–4: 34.7% 1924–5: 54.2% 1925–6: 63.7% 1926–7: 71.0%

The insignificant turbine drilling is confirmed in Kruglyakova, *op. cit.*, p. 120. It is stated that, of a total 367,480 meters drilled, 7,164 meters (or 1.9 percent) were turbine-drilled. Of this, 5,685 meters were drilled at an experimental hole at location No. 24, Surachanskaya.

The substitution of rotary drilling for the old percussion methods increased speed of drilling by a factor of ten and reduced costs by more than one half between 1924 and 1928.[24]

Neftsyndicat provides more detailed data which is consistent with Hirsch's statement. In 1920–1, when no rotary drilling was utilized, average drilling rates were 6.8 meters per drill-month. This jumped to 69.8 meters in 1925–6,

[22] A Russian mining engineer, Adiassevich, imported a rotary drilling rig and tools from California and completed a few 22-inch holes between 1913 and 1915 (316–137–210).

[23] These percentages contrast with those of the 1960s. By denying the Soviets Western rotary drills and drill pipe, we have forced them to utilize the turbine and electric drill techniques and to incur the cost of both development and a less efficient technique. The final cost to their oil economy has been substantial.

[24] Alcan Hirsch, *Industrialized Russia* (New York: Chemical Catalog Co., 1934), p. 146.

with a maximum figure of 640 meters. The same source suggests that a 600–700 meter hole required in 1927 only 70–80 days for drilling, whereas under the old drilling system it had required one year. In terms of cost, the advantages were just as significant. In one year, from 1923–4 to 1925–6, drilling costs fell from 413 rubles to 218 rubles per meter, and the number of workers required for one drill-month of operations fell from 49 to 30.[25]

CHANGES IN PUMPING TECHNOLOGY AND OIL FIELD ELECTRIFICATION

There was a parallel revolution in pumping technology. In 1922 oil-well pumping was undertaken by bailing (a primitive, inefficient technique) or by air-lift. About 10 percent of production was free-flowing and did not require mechanical assistance. A small portion was collected by surface methods. There was no deep-well electrical pumping in 1922, and no oil field pumps were produced in the U.S.S.R. until the initiation of the Maschinenbrau A-G technical-assistance agreement with Mosmash,[26] in the mid-1920s.

Table 2–4 CRUDE OIL EXTRACTION TECHNOLOGY IN BAKU OIL FIELDS, 1921–2 AND 1927–8

Method of Extraction		*1921–2*	*1927–8*
Bailing	OLD	49.3%	0.0%
Air-lift	OLD	40.3	27.9
Gushers		9.8	26.0
Pumping	NEW	0.0	44.8
Surface	NEW	0.6	1.3
		100.0%	100.0%

Source: 1921–2, Otis, *The Petroleum Industry of Russia*, p. 19
1927–8, U.S. State Dept., Decimal File, 316–137–1130.

On the other hand, electrical deep-pumping was at this time in general use in the United States and elsewhere and was considerably cheaper than the more primitive extraction methods. The second part of the Barnsdall contract required installation of deep-well pumps in Barnsdall-developed wells; pumps were also purchased from the United States and Germany for Soviet operations. Acquisition of pumps was so rapid that four years after the signing of the Barnsdall contract, 45 percent of Baku crude oil was being pumped rather than bailed.

[25] *Le Pétrole Russe* (Paris: Editions de la Représentation Commerciale de l'U.R.S.S. en France) No. 6 (1927), p. 6.

[26] See page 35.

The change in extraction technology in the Baku fields is summarized in table 2–4. Bailing declined from 49.3 percent in 1921–2 to zero in 1927–8, while pumping increased from zero in 1921–3 to 44.8 percent of output in 1927–8. The other significant change was the increase in production from free-flowing wells (gushers) from 9.8 percent to 26.0 percent, reflecting the increase in new well-drilling activity by International Barnsdall, in Type I concessions, and in newly equipped and trained drilling crews of Azneft. In absolute numbers, there were only 38 wells equipped with modern pumps in May 1924; one year later, in July 1925, over 500 wells had modern pumps.[27]

The general operation of the Baku oil fields was electrified in the same period; by September 1928, of 3,312 oil wells in operation, about 3,212 (97 percent) had pumping powered by electricity, 3 by steam engines, and 96 by gasoline engines. This compares to only 30 percent electrification in 1913. The oil-field electrification program, including the supply of some switchgear and other equipment, was undertaken by Metropolitan-Vickers, Ltd. (United Kingdom), a subsidiary of Westinghouse,[28] while between 1927 and 1930,

> . . . large quantities of General Electric products began to furnish the motive power for drilling oil wells and for pumping oil in the rich fields of Baku and Grozny.[29]

Details in *Le Pétrole Russe* suggest that the electrification program was also concentrated into a very few years and in old wells involved a substitution of electric for gasoline and steam engines rather than just the introduction of electric motors.

Table 2–5 ELECTRIFICATION OF THE GROZNY OIL FIELDS, 1923–7

	Number of Engines (by Type) on Oct. 1				
	1923	*1924*	*1925*	*1926*	*1927*
Steam engines	145	137	127	91	31
Gasoline engines	37	31	27	22	21
Electric motors	76	126	192	276	396
Total	258	294	346	389	448
Percent electric motors	29.5	42.9	55.5	71.0	88.3

Source: Le Pétrole Russe, No. 6, p. 6.

[27] *Financial Times* (London), May 25, 1923.

[28] This was one of the largest of the Metropolitan-Vickers contracts with the U.S.S.R. The breach of relations between the United Kingdom and Soviet Russia in 1927 (following the 'Arcos affair') did not disturb Metropolitan-Vickers. The company worked continually in the U.S.S.R. on a substantial scale from 1921 until after the trials of 1933, when six of their engineers were accused of sabotage and expelled.

[29] *Monogram* (Schenectady: General Electric Co.), November 1943, p. 16.

In Grozny, for example, the number of oil-field motors increased from 258 in 1923 to 448 in 1927. Electric motors formed only 29 percent of the total in 1923 but 88 percent in 1927. During the same period steam engines were virtually eliminated and the number of gasoline engines reduced by almost half.

The same change took place in Baku. At the beginning of 1925–6 there were 1,821 electric and 175 steam engines in Baku. By August 1927 there were 2,810 electric motors and only 27 steam engines.

This technological substitution greatly reduced the cost of producing oil. In 1913 the Baku fields used 1.3 million tons of crude oil (about 15 percent of the total produced) as fuel in the oil fields. By September 1925 this total had fallen to 8.4 percent; and by July 1927 to 3.9 percent. In brief, the substitution of electricity for oil reduced operating costs and also released considerable quantities of crude oil for export.

This export of Western technology—primarily American—was first concentrated in the Baku fields, and later in the Grozneft and Embaneft regions. The lag in regional application is supported by the statistics. In the Azneft field 36 percent of the drilling was done by the rotary method in 1924, but a comparable percentage (35 percent) was not attained by Grozneft until 1927. Whereas Azneft had 54 percent rotary drilling in 1925, Grozneft did not attain this percentage until 1928.

Neither Grozny nor Emba had specific technical-assistance contracts for crude oil production. Their production problems, much less acute, were overshadowed by those of transportation and marketing. Consequently the three-year transfer lag was not of major importance.

Although the first, International Barnsdall was not the only vehicle for technological transfer in the oil fields. This transfer was designed to modernize the most prolific of the oil fields (which was also the field with the most serious production problems) by developing new wells and instituting a rational organizational and technical structure for deepening old wells. The transfer was a complete success.

THE 'PURE' OIL CONCESSIONS

Another transfer vehicle used, outside the Baku field, was the pure (Type I) concession. The fields offered for pure concessions were more remote or smaller, or in less-developed areas. Although Baku, Grozny, and Emba were offered on this basis, there were no serious negotiations for pure concessions after 1925. A typical offering for a pure concession was the Cheleken Island field in the Caspian Sea. As early as 1830, there were more than 3,000 hand-dug oil wells up to 250 feet deep, and production continued until the Revolu-

tion. By 1923 only 12 wells were still producing; the rest were inoperative. The field was then offered for concession.[30] There were at least five operating concessions of this type between 1922 and 1928.[31]

In February 1925 the Chief Concessions Committee concluded an agreement with F. Storens, a Norwegian firm, for the industrial and mineral exploitation of the Busachi Peninsula in the Caspian Sea. The area covered 12,000 square versts on the eastern part of the peninsula. Storens was required to make an expenditure of 800,000 rubles on exploration work within five years. The life of the concession was set at 40 years, although the Soviet government had the option to buy out Storens in 30 years. All equipment was imported duty-free, but unstated dues and fees were payable, including 5 percent of any metals output and 15 percent of any oil produced (50 percent if a gusher). A deposit of 50,000 rubles was accepted as a guaranty of the execution of the contract.[32] [33]

At the end of 1923, a concession agreement was concluded between the Società Minere Italo-Belge di Georgia of Turin, Italy, and the Chief Concessions Committee, under which the company agreed to conduct oil exploration on 50,000 acres of the Shirak Steppes near Tiflis. The Società was given the right to explore and drill for three years, and production concessions could be subsequently granted for 30 years, the U.S.S.R reserving the right to buy out the undertaking after 20 years. During the exploration period the grantees paid the Soviet government a royalty for each dessiatin explored. At the end of the exploration period, the company was required to make a report and hand over equipment and all oil produced to the Soviets.

The company was also required to pay a percentage on gross product, pay export taxes, and comply with Soviet law on taxation and labor. At the end of

[30] Amtorg, *op. cit.*, II, No. 24 (December 15, 1927): 'Cheleken Oil Field proposed for concession,' p. 6.

[31] These were Storens, Italo-Belge, British Petroleum, the Japanese Sakhalin, and the French Duverger group. Others were rumored. At one time the Chief Concessions Committee was considering 62 applications for oil concessions, but little has been recorded concerning their operation. The Comparre Oil Company of New Jersey was formed by W. Averell Harriman specifically for a Baku oil concession.

Type II (mixed company) concessions were not common in oil operations; apart from the Dutch-Soviet trading company mentioned in the text, there was only Duverger and the Turkestan Co. for Raw Materials Preparation, jointly operated by Sorgagen A-G (Germany) and Neftsyndikat (316–111–819).

[32] *Ekonomicheskaya Zhizn*, No. 33, February 10, 1925.

[33] 'One of the most important and largest concessions granted is that for mining and oil concessions given to the Norwegian Company Storen. . . . According to the geological reports, this area is very rich in oil. Considering that it has never been worked before and operations will be more difficult than usual, the concessionaire was given many special privileges.' [L. Segal and A. A. Santalov, *Soviet Union Year Book: 1926* (London: Allen and Unwin), p. 165.] According to *Karty Kontsessionnykh ob'ektov S.S.S.R.* (Moscow: 1926) the Busachi Peninsula oil deposits were known but not worked or delineated at this time.

the concession period, the entire property reverted to the Soviets without compensation. A bond was required from the grantees, who were also required to introduce the latest methods of drilling and oil production.[34]

An extension of the agreement was applied for and granted in September 1926. Preliminary work was completed, and the area for development was increased from the original 415 to 1,515 hectares. The extension was granted with the stipulation that the company sink four oil wells, each at least 500 meters deep.[35]

In 1923 an agreement was signed between the Gouria Petroleum Corporation, Ltd. (United Kingdom), and the Chief Concessions Committee covering the development and exploitation of 1,100 square miles in Gouria, on the Black Sea, between Poti and Batum. A 40-year concession stipulated that rental payments and part of the production were to be assigned to the Soviets, who also had an option to purchase the whole output.[36]

The Duverger group (France) obtained oil concessions in 1923 in both the Baku and the Emba fields. The lease of 'state' lands in Baku was subject to an annual percentage of profits or oil payable to the U.S.S.R. The concessionaires had full management control. The Emba concession was a Type II mixed company arrangement for exploitation of the fields between Samar and Tashkent. The initial capitalization required payment of five million francs.[37]

OIL DEVELOPMENT IN THE SOVIET FAR EAST[38]

Protocol B of the January 1925 convention between the U.S.S.R. and Japan contained the conditions under which petroleum and coal concessions were granted to Japan in North Sakhalin. In effect, these replaced the 1922 Sinclair Exploration Company concessions, cancelled by the U.S.S.R.

The petroleum concessions gave the Northern Sakhalin Petroleum Company (Kita Sagaren Sekio Kigio Koumiay, succeeded by Kita Karafuto Sekio Kabushiki Kasha) the exclusive right to explore and exploit half of the two known oil fields for a period of forty-five years. The other half of each field remained in the hands of the Soviets. In addition to the original area of 2,200 dessiatins, a further area was later granted for exploration work, on the under-

[34] *Corriere Diplomatico e Consolare*, February 10, 1924, and *Ekonomicheskaya Zhizn*, No. 62, December 13, 1923. Oil seepages had been known in the area for many years, but prerevolutionary exploration had not been profitable.

[35] U.S. Consulate in Riga, Report, September 10, 1926 (316–137–991/3).

[36] 'The concessionaire company is extremely reticent concerning the details of the arrangement and the London press has . . . referred to the matter only in a cursory way.' (U.S. Embassy in London, Report No. 14817, March 23, 1923.)

[37] *New York Times*, July 19, 1923, p. 23, col. 2.

[38] This section is based on evidence in the U.S. State Department Decimal File (Rolls 137, 176 and 177 of Microcopy 316).